

A LEADING MIDDLE-MARKET INVESTMENT BANK WITH DEEP INDUSTRY EXPERTISE

NATIONWIDE FOOTPRINT AND GLOBAL REACH

FOCUS
Investment Banking

WHO WE ARE

- **Middle market investment bank since 1982**; serving clients from \$5-\$300M in transaction size
- **Nationwide presence** with 30+ bankers and 15+ staff and advisors
- **Deep industry experience** in targeted industry verticals
- **M&A Worldwide** partner firm, providing FOCUS clients local expertise—globally

WHAT WE DO

Sell Side

FOCUS delivers superior results with a systematic, comprehensive sales advisory process targeting the optimal acquirer for each client's business.

Buy Side

FOCUS helps companies grow via targeted acquisition campaigns that reach a wide variety of companies, including companies not actively for sale.

Capital Raise

FOCUS arranges debt and/or equity financing to help fuel client growth.

WHY FOCUS

- Bankers have a deep **C-level industry operating experience**, that optimizes our deal execution
- **Customized approach** that is tailored to meet each client's objectives
- All engagements are run by **senior bankers**
- Dedicated **senior research team** with premier research tools and databases, providing **superior research capabilities**
- **Proven track record** of success with strong references

INDUSTRY PRACTICE AREAS

Advanced Manufacturing

Automotive Aftermarket

Business Services

E-commerce

Food & Beverage

Government & Defense

Industrials & Energy

Healthcare

Human Capital Management

Supply Chain

Technology Services

Telecom

CONDUCTED OVER

250

TRANSACTIONS
FIRMWIDE

OVER

40

YEARS OF MIDDLE
MARKET EXPERIENCE

www.focusbankers.com | Atlanta | Los Angeles Metro | Washington, DC Metro

100% employee owned through an ESOP

Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered broker dealer and member FINRA/SIPC



HUMAN CAPITAL MANAGEMENT

ONE OF THE MOST EXPERIENCED MIDDLE MARKET INVESTMENT BANKING TEAMS IN THE COUNTRY.

The FOCUS Human Capital Management (HCM) team provides sell-side and buy-side M&A advisory services for lower-middle market workforce solution firms.

Like many FOCUS M&A advisors, the HCM team is comprised of professionals with relevant real world operating experience in the HCM industry. Our extensive proprietary database of leading HCM companies, includes HCM business owners, strategic buyers and private equity investors active in the space.

While COVID has impacted the HCM industry in a variety of ways, the FOCUS HCM team has continued to advise clients and close transactions throughout this period of uncertainty. FOCUS clients benefit from our deep industry relationships and inside knowledge of current valuations and deal structures.

AREAS OF FOCUS

- Contract Staffing
- Recruitment Process Outsourcing (RPO)
- MSP/VMS Platforms
- PEO/Payroll
- eLearning/LMS/Training
- Employment Screening Services
- Employee Benefits Administration
- HR Tech/SAAS Platforms

SAMPLE TRANSACTIONS

This announcement appears as a matter of record only.

Helpmates[®]
Companies

has been acquired by

TALENTLAUNCH
SEARCH RECRUITMENT

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Helpmates Companies.

FOCUS
INVESTMENT BANKING

This announcement appears as a matter of record only.

neuralify

has been acquired by

ISG
INTEGRATED STRATEGIC GROUP

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to neuralify.

FOCUS
INVESTMENT BANKING

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COIT

has been acquired by

HUDSON RPO

A FOCUS Managing Director represented Hudson RPO and introduced this transaction while working at a prior firm.

This announcement appears as a matter of record only.

Xmedconference
an ethics health company

has been acquired by

ESSRX
Experience Exchange

A FOCUS Managing Director represented XmedConference and introduced this transaction while working at a prior firm.

This announcement appears as a matter of record only.

the maxwell group, inc.
A Medical Education Group of Learning and self-coaching services

has been acquired by

inVentiv Health

A FOCUS Managing Director represented The Maxwell Group, Inc. and introduced this transaction while working at a prior firm.

TEAM CONTACTS

BOB MAIDEN
Managing Director
Team Leader
215-353-0486
bob.maiden@focusbankers.com

BOB BEARD
Managing Director
404-557-1045
bob.beard@focusbankers.com

APRIL TAYLOR
Managing Director
703-964-6670
april.taylor@focusbankers.com

JONATHAN WILFONG
Managing Director
678-640-8695
jonathan.wilfong@focusbankers.com

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